

Designing Interventions Using the Stages of Change: Precontemplation

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The Process of Change model
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Stage of Change: Precontemplation

The person is not considering change, does not see the need for change, does not feel confident that they can change, is unwilling or unable to change and is not planning to change in the next 6 months.

Stage-specific task: *To raise doubts and increase concern and awareness around the target behavior; develop hope and optimism in order to encourage consideration of change*

Precontemplation **Stage-Specific Characteristic**

Stability	HIGH
Commitment to change	NONE
Self-Efficacy/Confidence	LOW
Temptation	HIGH
Help Seeking	LOW
Information Seeking	LOW
Decisional Balance	
<i>Pros for change</i>	FEW
<i>Cons for change</i>	MANY

In order to Transition from Precontemplation:

Increased attention and concern towards the problems associated with the target behavior

Stage-Specific Processes of Change

Consciousness Raising: *Increasing awareness about the problem by focusing on the causes, risks, consequences and treatments for the target behavior*

Emotional Arousal: *Experiencing the negative emotions associated with the risks of the target behavior and the positive emotions of the changed behavior*

Social Liberation: *Identifying social norms, places/resources supportive of change*

Stage-Specific Motivational Strategies

- Establish rapport, ask permission, and build trust
- Raise doubts or concern in the client about target behavior patterns by:
 - Exploring and weighing pros and cons of target behavior
 - Eliciting perceptions and attitudes towards the target behavior
 - Offering factual information about the risks related to the target behavior
 - Providing personalized feedback about assessment findings
 - Allow the person to explore the pros and cons of the target behavior
 - Include significant others and stakeholders in the change process
 - Examining discrepancies between the person's perception of the target behavior and other's views
- Express concern about the target behavior
- Focus on the strengths and abilities of person & their past-successes around previous attempts at change process

Stage-Specific Interventions

- Discussions of advantages/disadvantages of target behavior, role playing, prevention materials, media portrayals, bibliotherapy, psychoeducational material and groups, testimonials, (re)interpretations, observations

Sources: Information adapted from TIP 35: Enhancing Motivation for Change, KAP KEYS TIP 35, DiClemente (2003) *Addiction & Change*, and Prochaska, et al. (1994) *Changing for Good*.